

Message Text

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PAGE 01 STUTTG 00836 301433Z

51

ACTION EUR-25

INFO OCT-01 ISO-00 SAJ-01 NIC-01 EB-11 COME-00 TRSE-00

OMB-01 CIEP-03 STR-08 CIAE-00 DODE-00 PM-07 H-03

INR-11 L-03 NSAE-00 NSC-07 PA-04 RSC-01 PRS-01 SP-03

SS-20 USIA-15 DRC-01 /127 W
----- 068940

R 301420Z SEP 74

FM AMCONSUL STUTTGART

TO SECSTATE WASHDC 2228

INFO AMEMBASSY MOSCOW

AMEMBASSY BONN

AMCONSUL DUESSELDORF

AMCONSUL FRANKFURT

AMCONSUL MUNICH

UNCLAS STUTTGART 0836

E.O. 11652: N/A

TAGS: EEWT, GW

SUBJ: SOVIETS SEEK GERMAN TRUCKS

MAGIRUS WERKE OF KLOECKNER-HUMBOLDT-DEUTZ AG IN ULM
IS REPORTED TO BE NEGOTIATING WITH SOVIET AUTHORITIES
TO DELIVER 10,000 TRUCKS VALUED AT OVER DM ONE BILLION
WITHIN NEXT TWO YEARS.

MAGIRUS HAS ANNUAL CAPACITY FOR 16,000 TRUCKS, WITH
CURRENT SALES TALLING ABOUT 12,000 TRUCKS AND WOULD
THEREFORE HAVE TO EXPAND CAPACITY IN ORDER TO FILL
SOVIET ORDER.

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PRESENT OVERCAPACITY OF GERMAN AND EUROPEAN TRUCK MANU-
FACTURERS AND RISE IN COSTS THAT WOULD BE FORCED ON

MAGIRUS BY PLANT EXPANSION MAKE IT POSSIBLE FOR SUCH GERMAN
COMPETITORS AS DAIMLER-BENZ IN STUTTGART AND H.A.N.IN
AUGSBURG TO ENTER PICTURE. BOTH ARE EXPERIENCED IN
DEALING WITH SOVIETS, AND IN FACT A DELEGATION FROM
SOVIET GOVERNMENT AUTOMOBILE DEPARTMENT RECENTLY VISITED
DAIMLER-BENZ TRUCK PLANT IN MANNHEIM. JENKINS

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NNN

Message Attributes

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Decaption Note:
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Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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